

## Message Text

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ACTION EUR-12

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/028 W

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INFO USDOC WASHDC  
AMEMBASSY MOSCOW  
AMCONSUL ZAGREB

UNCLAS BELGRADE 6091

DEPT. PASS EXIMBANK

E.O. 11652: N/A

TAGS: EAIR, BGEN, YO

SUBJECT: AVIOGENEX FLEET MODERNIZATION PLANS

1. CIVAIROFF SPOKE WITH MIROSLAV SPASIC, GENERAL MANAGER, YUGOSLAV CHARTER AIRLINE AVIOGENEX, REGARDING FIRM'S PLANS TO REPLACE PRESENT FLEET OF SIX TU-134'S. FORMED IN 1969, AVIOGENEX IS SUBSIDIARY OF MAJOR YUGOSLAV TRADING COMPANY GENERALEXPORT AND PROVIDES AIR TRANSPORTATION FOR JUGOTOUR CHARTERS, MAINLY IN WESTERN EUROPE.

2. ACCORDING TO SPASIC, AVIOGENEX IS EMBARKING ON TWO PHASES OF FLEET MODERNIZATION. FIRST STAGE--THROUGH 1980--WILL BE REPLACEMENT OF AGING TUPOLOVS WITH EQUIPMENT WHICH MEETS CURRENT INTERNATIONAL ENVIRONMENTAL STANDARDS. SECOND PHASE WILL BE STUDY OF LONG-TERM PASSENGER AIRCRAFT NEEDS AND MAY CULMINATE IN PURCHASES OF LARGER (180-200 PASSENGER) PLANES. SPASIC HOPES TO BE ABLE TO PLACE ORDERS BY END OF 1978 FOR BOTH PHASES, ALTHOUGH TRAFFIC STUDIES IN CONJUNCTION WITH SECOND PHASE OF MODERNIZATION ARE STILL IN COURSE.

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3. ALTHOUGH HE CLAIMS AVIOGENEX IS NOT FORCED TO BUY SOVIET EQUIPMENT, SPASIC GAVE IMPRESSION THAT FIRM FAVORS YAK-42 AS TUPOLOV REPLACEMENTS. SOVIET WILL ALLEGEDLY TAKE OLDER PLANES ON LIBERAL TRADE-IN FOR YAK'S AND PROVIDE GENEROUS FINANCING FOR BALANCE OF PURCHASE COSTS (90 PERCENT OF PURCHASE PRICE COVERED BY 10-YEAR, 5 PERCENT CREDIT). NEVERTHELESS, AVIOGENEX IS CONSIDERING B-737 AND DC-9-40 OR DC-9-50 AS ALTERNATIVES.

DESPITE FACT THAT AVIOGENEX IS ONLY WESTERN EUROPEAN AIRLINE OPERATING SOVIET AIRCRAFT, SPASIC CLAIMS COMPNAY HAS EXPERIENCED NO DIFFICULTY OBTAINING MAINTENANCE SERVICE OR SPARE PARTS.

4. BOEING AND MCDONNELL-DOUGLAS REPRESENTATIVES WILL MEET WITH SPASIC LATE SEPTEMBER OR EARLY OCTOBER TO REVIEW AVIOGENEX PROJECTED FLEET REQUIREMENTS. SPASIC ALSO EXPECTS VISIT FROM AIRBUS SALES PERSONNEL THIS FALL AND THOUGHT AIRBUS DEMONSTRATION MIGHT BE ARRANGED IN YUGOSLAVIA DURING STOPOVER ENROUTE TO GREECE.

5. CIVAIROFF ASKED SPASIC WHETHER AVIOGENEX INTERESTED IN USED AIRCRAFT. SPASIC SAID HE HAD LEADS ON SOME DC-9'S BUT THEIR CONFIGURATION WAS INCOMPATIBLE WITH AVIOGENEX NEEDS. BESIDES FACT THAT BOTH 737 AND DC-9 ARE SCARCE MODELS ON MARKET, SPASIC PREFERRED TO AVOID COST AND INCONVENIENCE OF OVERHAULING OLDER AIRCRAFT.  
WORTZEL

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## Message Attributes

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